



U.S. Army Contracting Agency

Presentation to PIKES PEAK Small Business Association

**Bryon J. Young
Acting Director, ITEC4**

**Information Technology, E-
Commerce and Commercial
Contracting Center**





Why Me

- How did you end up with me
 - Available
 - Know someone local
 - Unvarnished assessment
 - Not Pollyanna
 - Hopefully not IBB





Good News

- Army continues to do well
- Army Contracting Agency
 - Does well too
- ITEC4
 - Also does well





Challenges

- Centralization/Enterprise Approach
 - Perception of fewer small business \$
 - Perception of fewer local \$
 - Perception of fewer prime contracts
- Answer
 - Possibly, but not necessarily
 - Possibly, but not necessarily
 - Probably





Why Centralize/Enterprise Approach

- IT allows for enterprise business approach
- Government management mirroring private sector
 - Integration contractors
 - Maturing of service sector
- Government responding to critical assessments of current business processes

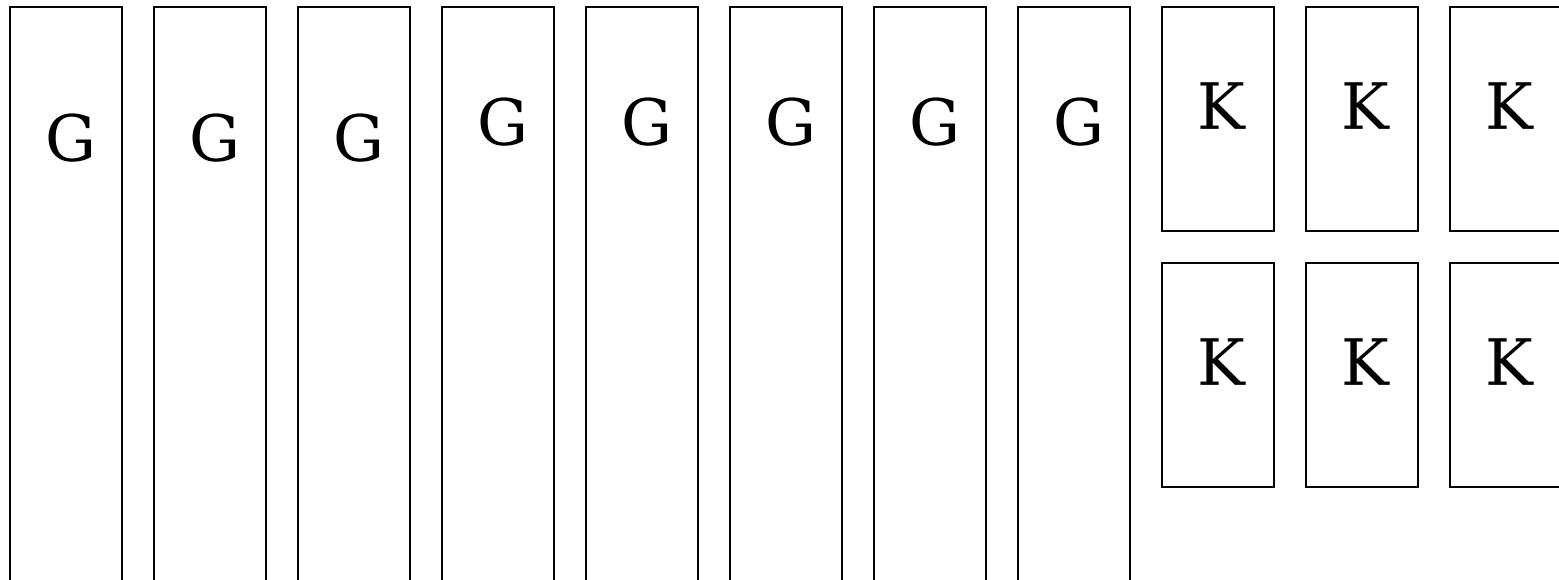


Why Centralize/Enterprise Approach

- Government expected to achieve efficiencies in business processes
 - Reduce transaction costs
 - Leverage economies of scale
 - Stewards of tax dollars

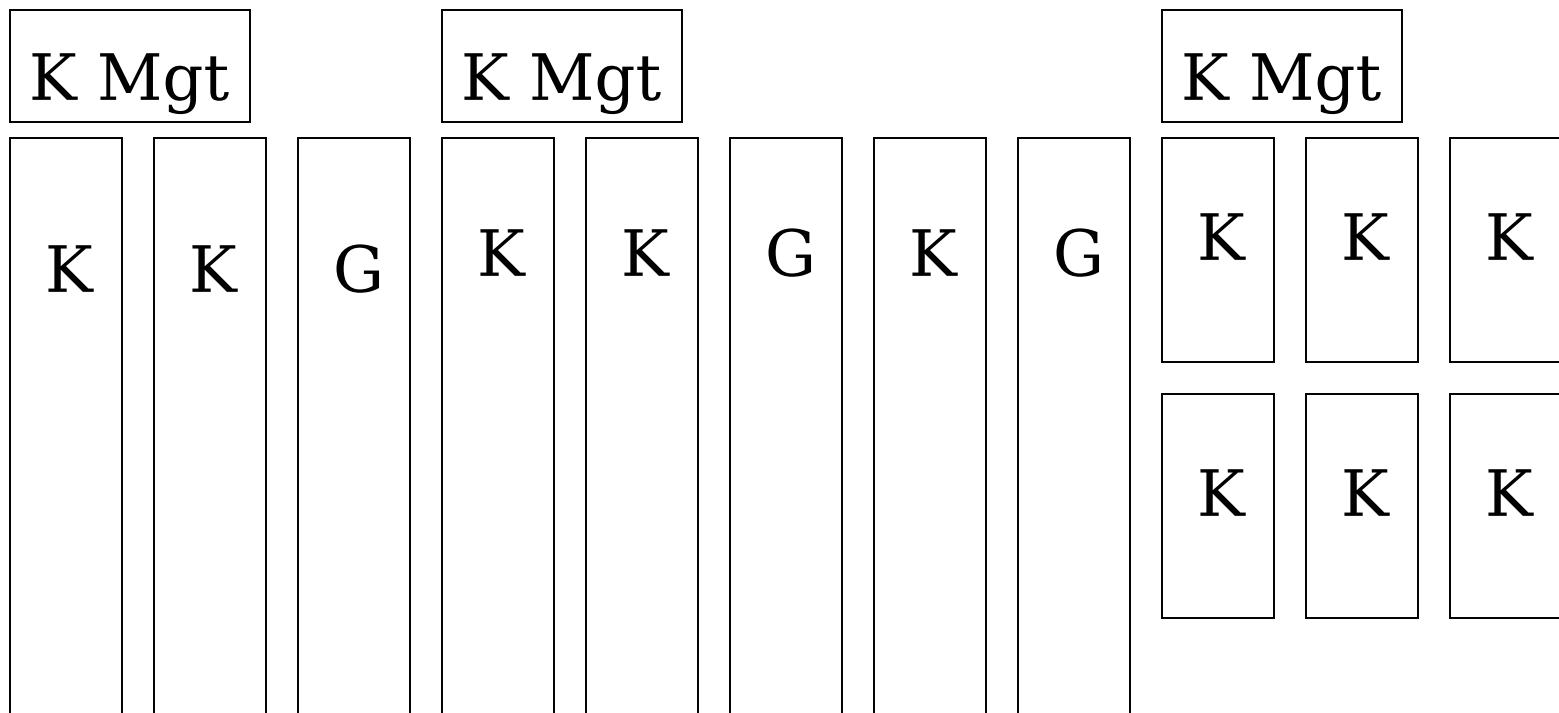


Government Oversight & Management



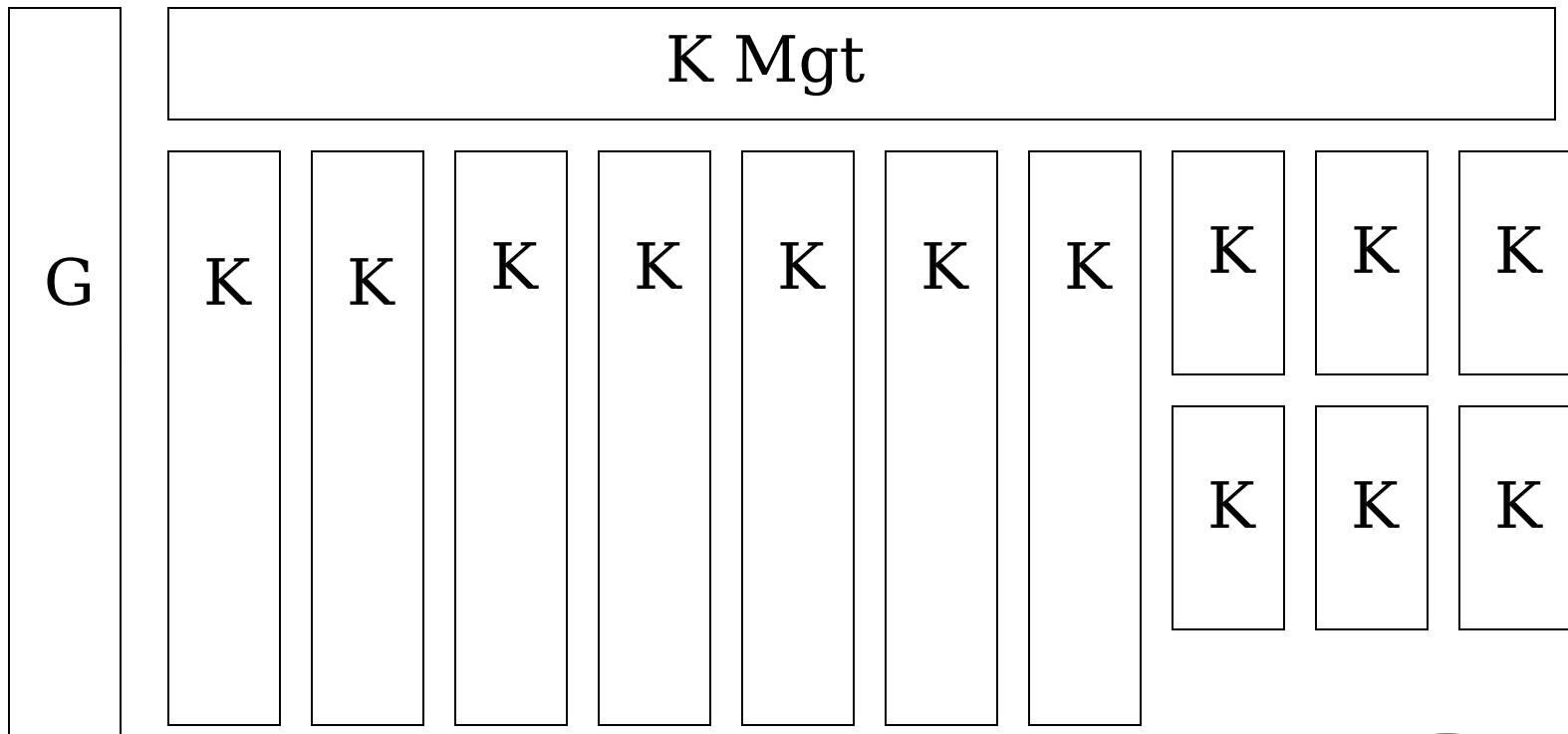


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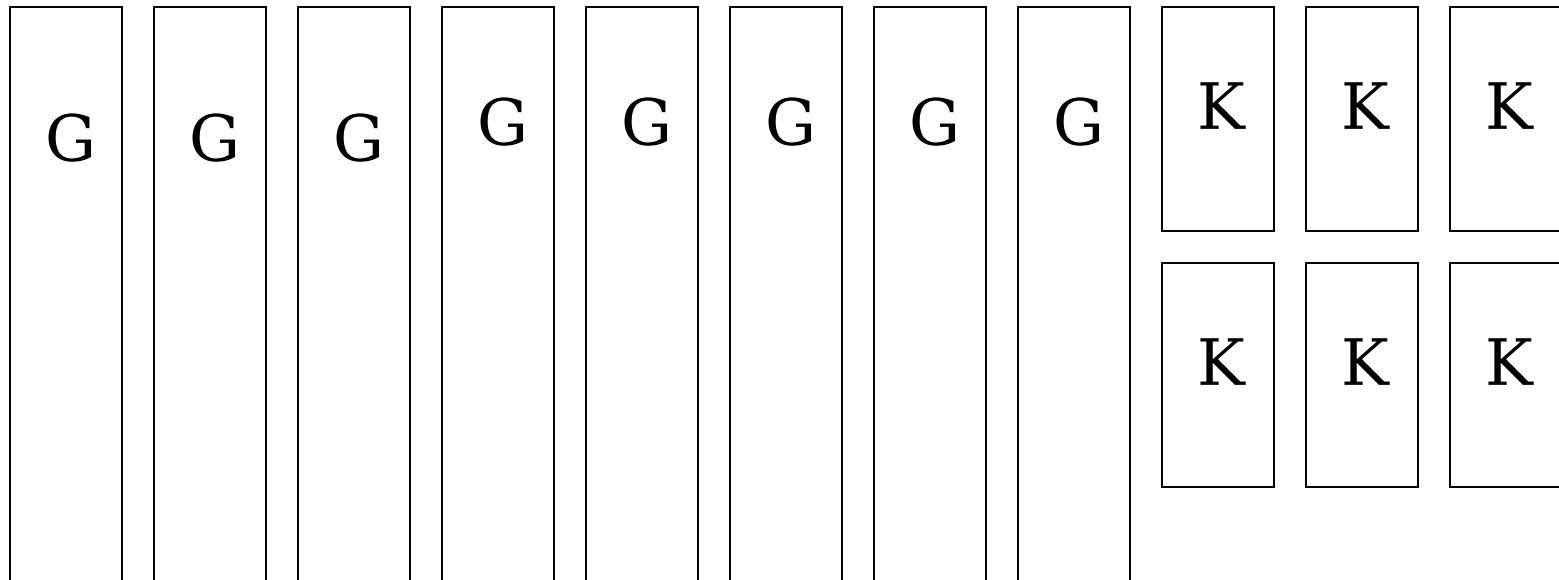


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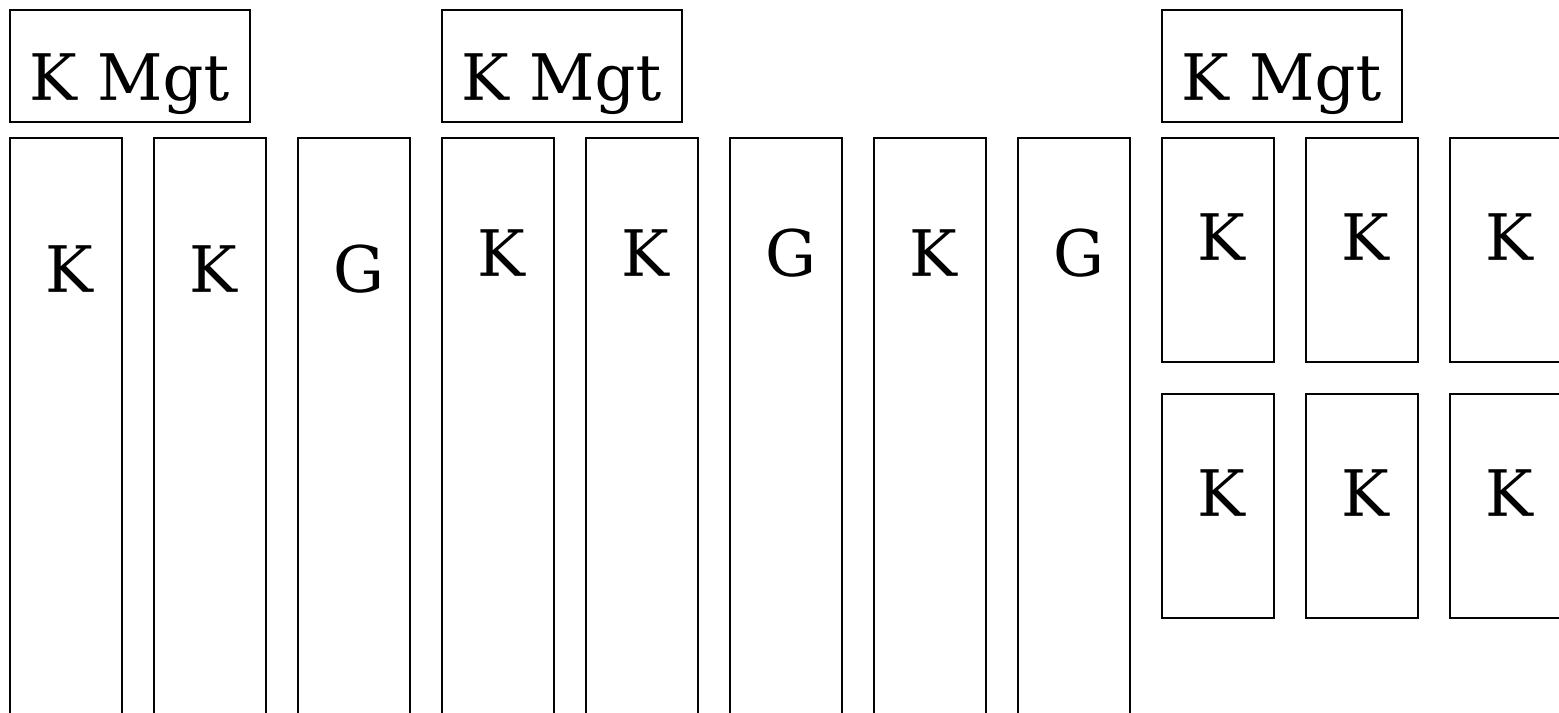


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Future

- Don't expect past trends to change
- Adjust and react
- Find the Government's value stream
 - Propose to maximize
- Teams
 - LSI
- Combine products and services





Future - Things to

Improve

- Measure Small Business Goals by Program \$\$, not Contracting Office
- Watch Offloaded \$\$
- Measure Credit Card \$\$





Future

- Seek local advantages
- Bundling not disallowed
- Small Business does have certain advantages
- Maintain currency with Customer challenges

